

Message Text

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PAGE 01 STATE 071774

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DRAFTED BY: COM/OED/STAN HAYS:JW

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ARA/NC-JMAISTO

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R 092133Z APR 74

FM SECSTATE WASHDC

TO AMEMBASSY BOGOTA

UNCLAS STATE 071774

E.O. 11652: N/A

TAGS: BEXP, CO

SUBJECT: BUSINESS VISITORS TO U.S., FIRE EQUIPMENT FOR BOGOTA

REF: BOGOTA 2598, 2446, 2273

1. BOTH AMERICAN LA FRANCE AND WARD LA FRANCE NOW VERY INTERESTED IN HOSTING GALAN AND GALLEG0 FOR DEMONSTRATION OF EQUIPMENT AND DEFRAYMENT PORTION OF TRAVEL EXPENSES. THIS INTEREST BASED PRIMARILY ON APPARENT BONA FIDE INTENTION COLOMBIANS TO PURCHASE U.S. EQUIPMENT. CURTIS LA FRANCE (WARD LA FRANCE, ELMIRA HEIGHTS, N.Y.) AND ROBERT PEOT (ENGINEER EQUIPMENT CO., CHICAGO, EXPORTERS FOR AMERICAN LA FRANCE) WILL CONTACT VISITORS DIRECTLY THROUGH THEIR LATIN AMERICAN SOURCES IN WORKING OUT EXPENSE ARRANGEMENTS. BOTH FIRMS AWARE OF THE OTHERS INTEREST AND INTENT AND BOTH CAN DEMONSTRATE ALL EQUIPMENT LISTED REFTel 2273 IN WASHINGTON/BALTIMORE AREA EXCEPT TRUCKS, JEEPS AND CARS FOR PERSONNEL, (PRIMARILY GMC AND FORD).

2. TWO OTHER FIRMS ALSO POTENTIAL SUPPLIERS FIRE EQUIPMENT BUT NO CONTACT THESE COMPANIES BEING MADE UNLESS SPECIFIC REQUESTED TO DO SO. THESE ARE,
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PAGE 02 STATE 071774

MACK, ALLENTOWN, PA. AND SEAGRAVE, CLINTONVILLE, WIS.

3. COMMERCE UNABLE TO PROVIDE ESCORT OFFICER BUT
PROJECT OFFICER STANELY HAYS, (TEL. 202/967/2068)
MAKING NECESSARY ARRANGEMENTS FOR ITINERARY AND AVAILABLE
ON CALL TO ASSIST VISITORS. RUSH

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